

# IBM PC COMPATIBLES COMPETITIVE EVALUATION



## **COLUMBIA**

**DATA PRODUCTS, INC.**

NOVEMBER 1983



## IBM PC COMPATIBLES Competitive Evaluation

The following charts contain IBM PC compatibility test results and competitive pricing information among the recognized IBM PC compatibles. This data has been compiled by the staff of Columbia Data Products to bring into focus the realities behind the broad market claims of IBM PC compatibility and cost effectiveness.

### IBM PC COMPATIBILITY ANALYSIS WITH MOST-POPULAR SOFTWARE PACKAGES AMONG RECOGNIZED IBM PC COMPATIBLES:

TYPE/TITLE	VENDOR	RUNS ON <sup>(2)</sup>				
		IBM PC	COLUMBIA	COMPAQ	CORONA	EAGLE
PRODUCTIVITY PACKAGES						
Lotus 1-2-3	Lotus Dev.	Y	Y	Y	N <sup>(1)</sup>	N <sup>(1)</sup>
Context MBA	Context	Y	Y	Y	N <sup>(1)</sup>	N
Peachtext 5000	Peachtree	Y	Y	Y	Y	N
WORD PROCESSING PACKAGES						
WordStar	Micropro	Y	Y	Y	Y	Y
EasyWriter	IBM	Y	Y	Y	Y	Y
Volkswriter	Lifetree	Y	Y	Y	Y	Y
ACCOUNTING						
IBM/BPI (A/R; G/L)	IBM	Y	Y	Y	N	N
IBM/Peachtree (A/R; G/L)	IBM	Y	Y	Y	N	N
Peachtree (A/R; G/L)	Peachtree	Y	Y	Y	N	N
DBMS						
DBASE II	Ashton-Tate	Y	Y	Y	Y	Y
PFS/File	IBM	Y	Y	Y	Y	Y
VisiFile	VisiCorp	Y	Y	Y	N	N
SPREAD SHEET						
VisiCalc	VisiCorp	Y	Y	Y	Y	Y
Multi-Plan	Microsoft	Y	Y	Y	Y	Y
Super Calc	Sorcim	Y	Y	Y	Y	Y
DATA COMMUNICATIONS						
Asynchronous Communications	IBM	Y	Y	Y	N	N
Dow Jones Reporter	IBM	Y	Y	Y	N	N
THE SOURCE	Source	Y	Y	Y	Y	Y
GRAPHICS						
Fast Graphs	Innovative	Y	Y	Y	Y	Y
VisiTrend/VisiPlot	VisiCorp	Y	Y	Y	N	N
BPS Business Graphics	BPS Software	Y	Y	Y	N <sup>(1)</sup>	N
GAMES						
Decathlon	Microsoft	Y	Y	Y	N <sup>(1)</sup>	N
Flight Simulator	Microsoft	Y	Y	Y	N <sup>(1)</sup>	N
Night Mission	Sublogic	Y	Y	Y	N <sup>(1)</sup>	N <sup>(1)</sup>

<sup>(1)</sup>Require additional IBM PC compatible color graphics controller board AND black/white or color monitor. Corona and Eagle "bundled" monitors are not IBM PC color graphics compatible.

<sup>(2)</sup>Test results on units purchased over-the-counter on 10/25-10/29.



## PRICING ANALYSIS

For comparison purposes, units have been priced in "professional" configuration required to run most popular software packages such as:

LOTUS 1-2-3  
Context MBA  
Microsoft Multi-Plan  
Visi-On  
Flight Simulator

Minimum configurations included 128K RAM; 320K dual floppies; serial port; parallel port; IBM PC compatible keyboard, and color graphic controller; monochrome display; I/O expansion slots (for mouse connections, networking, memory expansion, etc.); MS-DOS, and GWBASIC/BASICA.

(NOTE: UL & FCC approvals: Columbia Data Products, Compaq and IBM have certified UL and FCC Class B approval as required by law.)

## COLUMBIA DATA PRODUCTS

**1600-VP** Portable unit — 128K; 320K disk drives; 9" monochrome monitor with graphics; IBM PC compatible keyboard, RS-232 serial port; Centronics parallel port; 8087 socket; IBM expansion slot, and Columbia Super Pack; ..... \$2,995

(NOTE: One available expansion slot with above configuration.)

**1600-1V** Desk top unit — 128K; 320K dual floppies; two RS-232 serial ports; Centronics parallel port; 8087 socket; eight IBM expansion slots; IBM compatible color/graphics controller, and Columbia

Super Pack: ..... \$3,170  
IBM-PC Compatible Keyboard: ..... 225  
Monochrome Monitor:<sup>(3)</sup> ..... 225

**TOTAL** ..... \$3,620

(NOTE: Seven available expansion slots with above configuration.)

**1600-4V** Desk top unit — 128K; single 320K floppy disk and 12MB hard disk; two RS-232 serial ports; Centronics parallel port; 8087 socket; eight IBM expansion slots; IBM compatible color/graphics controller, and Columbia Super Pack: ..... \$4,770

IBM-PC Compatible Keyboard: ..... 225  
Monochrome Monitor<sup>(3)</sup> ..... 225

**TOTAL** ..... \$5,220

(NOTE: Seven available expansion slots with above configuration.)

## ★ COLUMBIA SUPER PACK ★

Included **free** with every Columbia IBM PC compatible computer is the following software:

Perfect Writer ..... \$ 495  
Perfect Speller ..... 295  
Perfect Calc ..... 295  
Perfect Filer ..... 595  
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Fast Graphs ..... 300  
Home Accountant Plus ..... 150  
Space Commanders ..... 50  
MS-DOS ..... 60

CP/M - 86 ..... 60  
MS-DOS RAM DISK ..... 100  
GW BASIC / BASIC A ..... 245  
Macro-Assembler ..... 150  
Diagnostics ..... 150  
MPC TUTOR ..... 50

**TOTAL SUGGESTED RETAIL PRICE:** ..... \$3,145

## IBM

**IBM PC** Desk top unit; 64K; Keyboard; 320K Disk Drive, Disk Drive Adapter: ..... \$2,104  
2nd 320 Disk Drive: ..... 529  
Color Graphics Monitor Adapter: ..... 244  
Printer Adapter Card: ..... 150  
Monochrome Display:<sup>(3)</sup> ..... 345  
64K Memory Expansion Options: ..... 350  
Asynch. Comm. Adapter (RS-232): ..... 120  
DOS 1.1 w/BASIC Extensions: ..... 40  
**TOTAL** ..... \$3,882

(NOTE: No available expansion slots with above configuration.)

**IBM XT** Desk top unit; 128K; Keyboard; 10MB Hard Disk; 360K Disk Drive; Disk Drive Adapters, and Asynch. Communications: ..... \$4,995

Color Graphics Monitor Adapter: ..... 244  
Printer Adapter Card: ..... 150  
DOS 2.0 w/BASIC Extension: ..... 60  
Monochrome Display:<sup>(3)</sup> ..... 345

**TOTAL** ..... \$5,794

(NOTE: Three available expansion slots with above configuration.)

## COMPAQ

Portable Unit; 128K; single 320K disk drive; 9" monochrome monitor with graphics; IBM PC compatible keyboard; parallel port; MS-DOS, and GWBASIC: ..... \$2,995

2nd 320K Drive: ..... 595  
Serial Port: ..... 150

**TOTAL** ..... \$3,740

(NOTE: Two expansion slots available with above configuration.)

<sup>(3)</sup>Color monitors available from several sources.



# CORONA (PARTIAL COMPATIBLES)

**Portable** Portable unit; 128K; high resolution graphics (not IBM PC compatible); monochrome monitor; IBM PC compatible keyboard; 320K dual floppies; serial port; parallel port; MS-DOS; GWBASIC; PC Tutor, and Word Processing ..... \$2,945  
 Color/Graphics Board (IBM PC Compatible):(1) ..... 295  
 Standard Black/White Monitor:(1) ..... 295

**TOTAL** ..... \$3,535

(NOTE: Three available expansion slots with above configuration.)

**Desk Top (Floppy)** Desk top unit; 128K; high resolution graphics (not IBM PC compatible); monochrome monitor; IBM PC compatible keyboard; 320K dual floppies; serial port; parallel port; MS-DOS; GWBASIC; PC Tutor, and Word Processing: ..... \$2,995  
 Color/Graphics Board (IBM PC Compatible):(1) ..... 295  
 Standard Black/White Monitor:(1) ..... 295

**TOTAL** ..... \$3,585

(NOTE: Three available expansion slots with above configuration.)

**Desk Top (Hard Disk)** Desk top unit; 128K; high resolution graphics (not IBM PC compatible); monochrome monitor; IBM PC compatible keyboard; 320K floppy; 10MM hard disk; serial port; parallel port; MS-DOS; GWBASIC; PC Tutor, and Word Processing: ..... \$4,495  
 Color/Graphics Board (IBM PC Compatible):(1) ..... 295  
 Standard Black/White Monitor(1) ..... 295

**TOTAL** ..... \$5,085

(NOTE: Two available expansion slots with above configuration.)

# EAGLE (PARTIAL COMPATIBLES)

**PC-2** Desk-top unit, 128K; 320K dual floppies; two RS-232 ports; Centronics parallel port, keyboard (not IBM PC compatible); monochrome video controller (not IBM PC color/graphics compatible); monochrome monitor; MS-DOS; CP/M 86; EagleWriter, and Eagle Calc: ..... \$3,495  
 GWBASIC: ..... 245  
 Color/Graphics Board (IBM PC Compatible):(1) ..... 295  
 Standard Black/White Monitor:(1) ..... 295

**TOTAL** ..... \$4,330

(NOTE: No available expansion slots with above configuration.)

**PC-XT** Desk-top unit; 128K; 320K; floppy; 10MB Hard Disk; Keyboard (not IBM PC compatible); two serial ports, and two parallel ports: ..... \$4,495  
 GWBASIC: ..... 245  
 MS-DOS: ..... 60  
 Color/Graphics Board (IBM PC Compatible):(1) ..... 295  
 Standard Black/White Monitor:(1) ..... 295

**TOTAL** ..... \$5,390

(NOTE: No available expansion slots with above configuration.)

(1)Require additional IBM PC compatible color graphics controller board AND black/white or color monitor. Corona and Eagle "bundled monitors are not IBM PC color graphics compatible.

## SUMMARY

### Portables:

Columbia — VP .....	\$2,995★	Compatible
Corona Portable .....	3,535	Partially compatible
Compaq .....	3,740	Compatible

### Desk Top — Floppy Based:

Corona — PC .....	3,585	Partially compatible
Columbia .....	3,620★	Compatible
IBM PC .....	3,882	Compatible
Eagle — PC-2 .....	4,330	Partially compatible

### Desk Top — Hard Disk Based:

Corona .....	5,085	Partially compatible
Columbia .....	5,220★	Compatible
Eagle — PC-XT .....	5,390	Partially compatible
IBM-XT .....	5,794	Compatible

★ All Columbia prices include software Super Packs, valued at over \$3,000.

## CONCLUSION

Providing a high degree of IBM PC compatibility in a very cost-effective product line is not an easy task . . . **"However, it is more complex than anticipated to build a true PC-compatible machine. AND PC- compatibility will be a moving target."**(4)

Columbia Data Products was first with IBM PC compatibility, first with a truly compatible product line, and first with IBM PC compatible bundled software . . . **COLUMBIA TOPS IN PERFORMANCE AND VALUE....AND TRUE COMPATIBILITY!**

(4)July '83 FUTURE COMPUTING, INC.

November, 1983



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